

Message Text

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PAGE 01 KINSHA 09061 291519Z

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SUBJ: GECAMINES EXPANSION ET AL

REF: KINSHASA 8666 AND 8783

1. DAVID E. KINCAID, VICE PRESIDENT PARSONS JURDEN CORP, MET WITH BISENGIMANA, DIRECTOR OF THE PRESIDENCY OCT 27 FOR HOUR AND HALF DISCUSSION GECAMINES EXPANSION PROJECT AND GENERAL DEVELOPMENT PLANNING NEEDS OF ZAIRE. I INTERPRETED AND AM DOING BETTER AT THIS EXCEPT THAT MY TECHNICAL MINING AND CONTRACT VOCABULARY IS STILL WEAK.

2. KINCAID MADE LOW KEY PRESENTATION REGARDING PARSONS JURDEN CAPABILITIES IN GENERAL, ROLE IT ENVISAGED WITH RESPECT TO GECAMINES EXPANSION PROJECT, AND NECESSITY FOR COST PLUS FIXED FEE CONTRACT. HE POINTED OUT EACH DAY'S DELAY IN COMPLETION PROJECT PROBABLY COST GECAMINES ONE-HALF MILLION DOLLARS AND SUGGESTED THAT IN THIS PERSPECTIVE TECHNICAL ASSISTANCE IN PROJECT MANAGEMENT COULD EASILY MORE THAN PAY FOR ITSELF.

3. WHEN KINCAID FINISHED, BISENGIMANA SAID HE AGREED IN PRINCIPLE. IT WOULD TAKE SOME DOING BUT HE THOUGHT THAT ONE WAY OR ANOTHER PARSONS JURDEN WOULD INDEED PLAY A ROLE GECAMINES EXPANSION PROJECT. HE IMMEDIATELY WENT ON TO PROPOSE THAT PARSONS JURDEN SHOULD ALSO HELP GOVERNMENT OF ZAIRE DEVELOPMENT EFFORT IN MANY OTHER FIELDS, UNDERTAKING TO PROVIDE IN-DEPTH SUPPORT AND TRAINING TO NEW

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PAGE 02 KINSHA 09061 291519Z

PRESIDENTIAL STUDY BUREAU WHICH PARALLELS NEW GOZ

PLANNING OFFICE WHICH IS LARGELY SUPPORTED BY IBRD TEAM ALREADY HERE. LENGTHY DISCUSSION OF THIS ENSUED AS KINCAID AND BISENGIMANA TRIED TO UNDERSTAND EACH OTHER'S NEEDS AND CAPABILITIES. IT APPEARED THAT THERE MIGHT BE ROLE FOR ALL FOUR OF RALPH PARSONS' DIVISIONS AS DISCUSSION WENT FAR BEYOND MINING AND GEOLOGICAL PROBLEMS TO INCLUDE ANALYSIS OF ERTS DATA, AGRICULTURAL PROJECTS AND DEVELOPMENT MAJOR INFRASTRUCTURE, TOUCHING IN PASSING ON DEMOGRAPHIC ANALYSIS.

4. SESSION CONCLUDED WITH BISENGIMANA SAYING HE WOULD INSTRUCT GECAMINES DIRECTOR UMBA, PRESENTLY IN LIMA AND SHORTLY TO BE IN WASHINGTON, TO CONTACT KINCAID FOR FURTHER EXPLORATION OF HOW PARSONS JURDEN WILL WORK WITH GECAMINES. BISENGIMANA MADE IT CLEAR, HOWEVER, THAT CONTRACT RELATION WOULD ONLY BE CONCLUDED AFTER UMBA'S RETURN HERE AND FURTHER DISCUSSION WITHIN GOZ.

5. CONCERNING BROADER VISTAS, KINCAID AGREED TO CONSULT HIS PRINCIPALS AND, GIVEN SCOPE OF OPERATION, "ASSOCIATED COMPANIES" WHICH WOULD HAVE TO BE INVOLVED IN ANY MULTI-SECTOR STUDY OF MAGNITUDE BISENGIMANA CONSTANTLY ALLUDED TO. KINCAID PROMISED SUBMIT PROPOSAL TO BISENGIMANA AS BASIS FOR FURTHER DISCUSSION.

6. BISENGIMANA SEEMED TO HAVE ONLY ONE CONCERN WITH RESPECT TO PARSONS JURDEN. HE REPEATEDLY ASKED IF COMPANY HAD ANY CONNECTION WITH KAISER AND MADE IT PERFECTLY CLEAR BOTH WITH HIS QUESTIONS AND HIS EXPLICIT COMMENTS THAT AS FAR AS HE WAS CONCERNED KAISER WOULD NOT GET ANY GOZ BUSINESS. (FYI: BISENGIMANA STATES THAT THE "BROKE HIS BACK" FOR KAISER WHEN FIRM INITIALLY SHOWED INTEREST IN POSSIBLE ALUMINUM PROJECT YET HE NEVER HEARD FROM KAISER ONE WAY OR THE OTHER AND IS CLEARLY RESENTFUL. END FYI).

7. IT IS MY JUDGMENT THAT PARSONS JURDEN NOW HAS CLOSE TO LOCK ON SUPERVISION OF GECAMINES EXPANSION AND INSIDE TRACK WITH RESPECT TO BROADER DEVELOPMENT STUDIES. IF WASHINGTON AGENCIES, NOTWITHSTANDING THIS JUDGMENT, WISH ME TO SEEK SIMILAR APPOINTMENT FOR PRESIDENT OF MCKEE, I LIMITED OFFICIAL USE

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PAGE 03 KINSHA 09061 291519Z

WILL TRY BUT I SUSPECT AFTER BISENGIMANA'S COMMITMENT IN PRINCIPLE TO KINCAID THAT ANOTHER APPROACH FROM ME WOULD ONLY CONFUSE MATTERS.
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